DLA Land and Maritime WOSB/EDWOSB Contracting Program

23 Feb 12

The U.S. Women's Chamber of Commerce

www.uswcc.org

What is the USWCC?

The Independent Force Behind an Economic Revolution

The USWCC:

- Established in 2001 to advance the economic status for women
- 501(c)(6) not-for-profit trade association based in DC
- Over 500,000 members nationally comprised of individuals, small businesses and small business advocates.
- Non-Captive: not funded by large corporate or political sponsors who would use us as a marketing channel
- Committed to real progress: We use a 360 degree strategy to drive change.
- Work as a conduit between WOSBs, Agencies, Primes and Congress.

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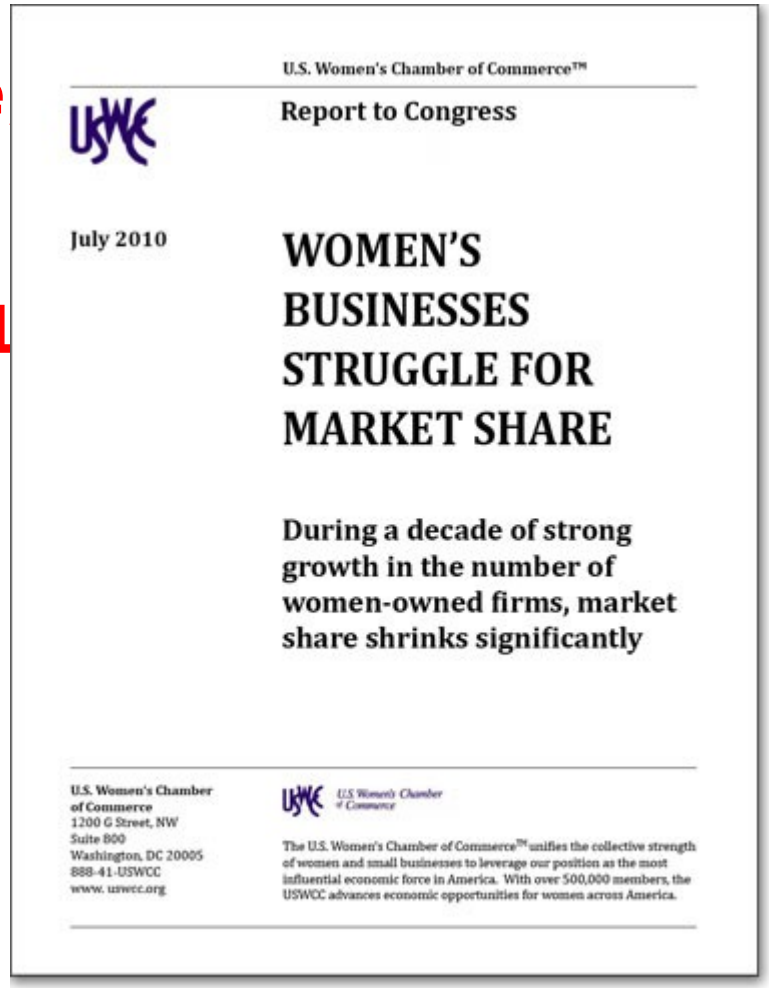
Fighting for Market Share

Over the last decade women's share of business revenues dropped more than 1

New Census data released July 2010.

Federal government press releases all focused on the growth in the **number** of women-owned firms – never mentioning the drop in market share.



U.S. Women's Chamber of Commerce™

Report to Congress

July 2010

WOMEN'S BUSINESSES STRUGGLE FOR MARKET SHARE

During a decade of strong growth in the number of women-owned firms, market share shrinks significantly

U.S. Women's Chamber of Commerce
1200 G Street, NW
Suite 800
Washington, DC 20005
888-41-USWCC
www.uswcc.org

U.S. Women's Chamber of Commerce

The U.S. Women's Chamber of Commerce™ unifies the collective strength of women and small businesses to leverage our position as the most influential economic force in America. With over 500,000 members, the USWCC advances economic opportunities for women across America.

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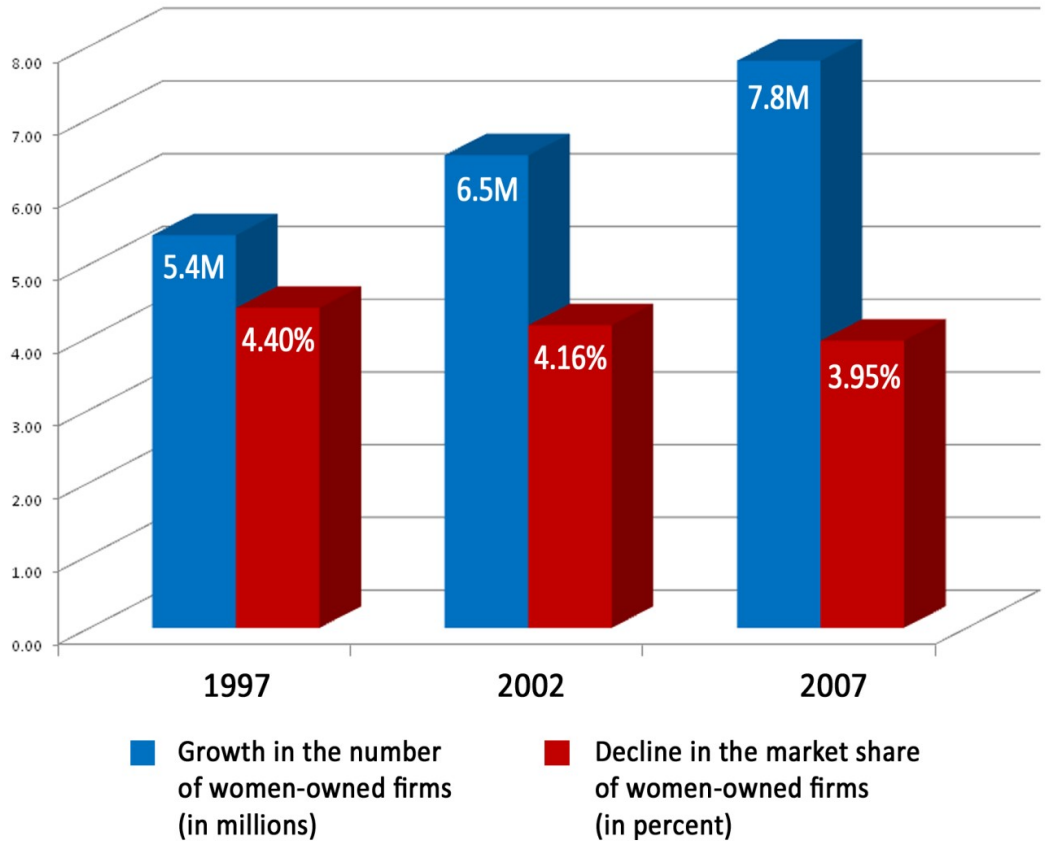
Fighting for Market Share



The explosion of women into business ownership has not been matched by revenue growth or market share expansion

Between 1997 & 2007, women's market share declined 10% dropping from a paltry 4.4% to 3.95% while the total percentage of women-owned firms grew to 28.75%

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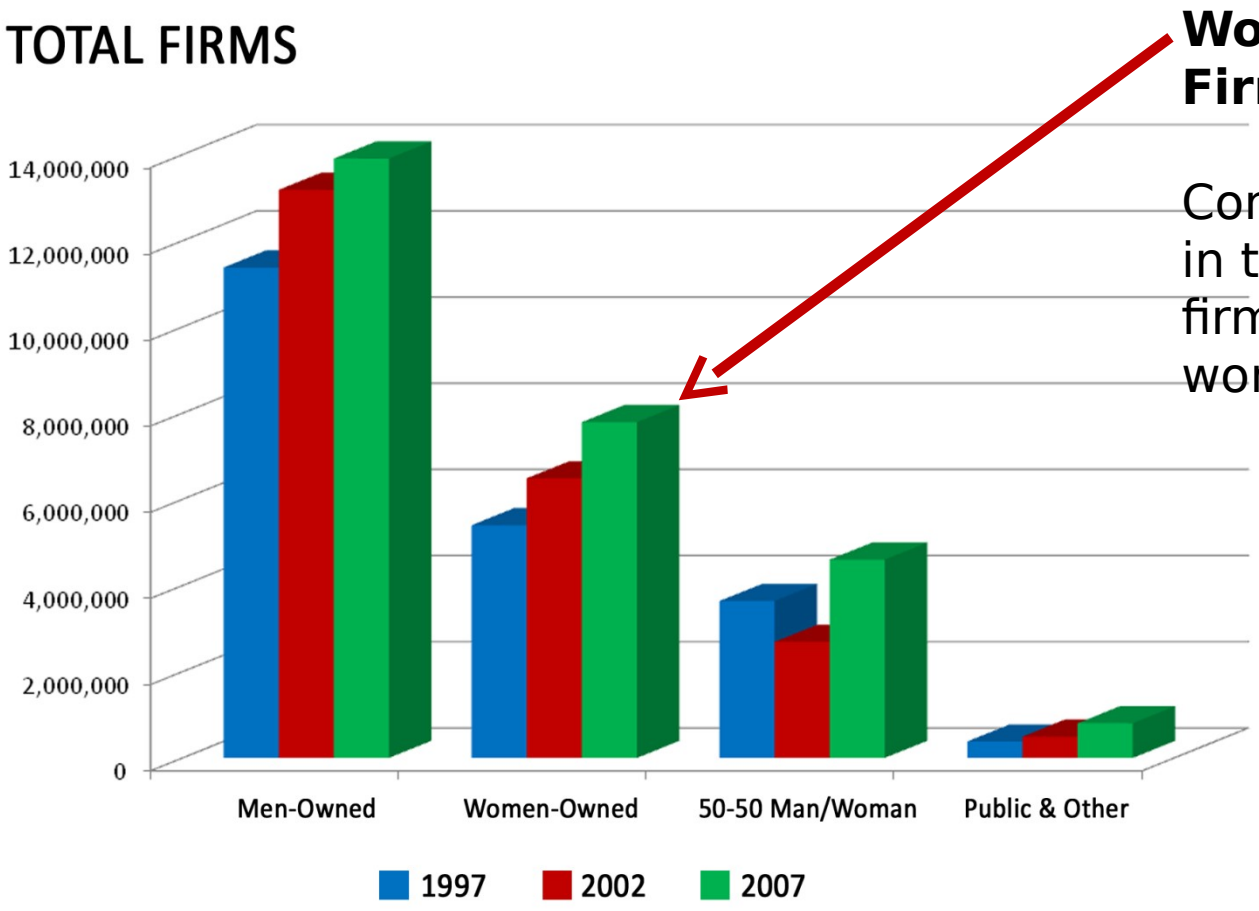
Fighting for Market Share



Women-Owned Firms

Consistent growth in the number of firms owned by women

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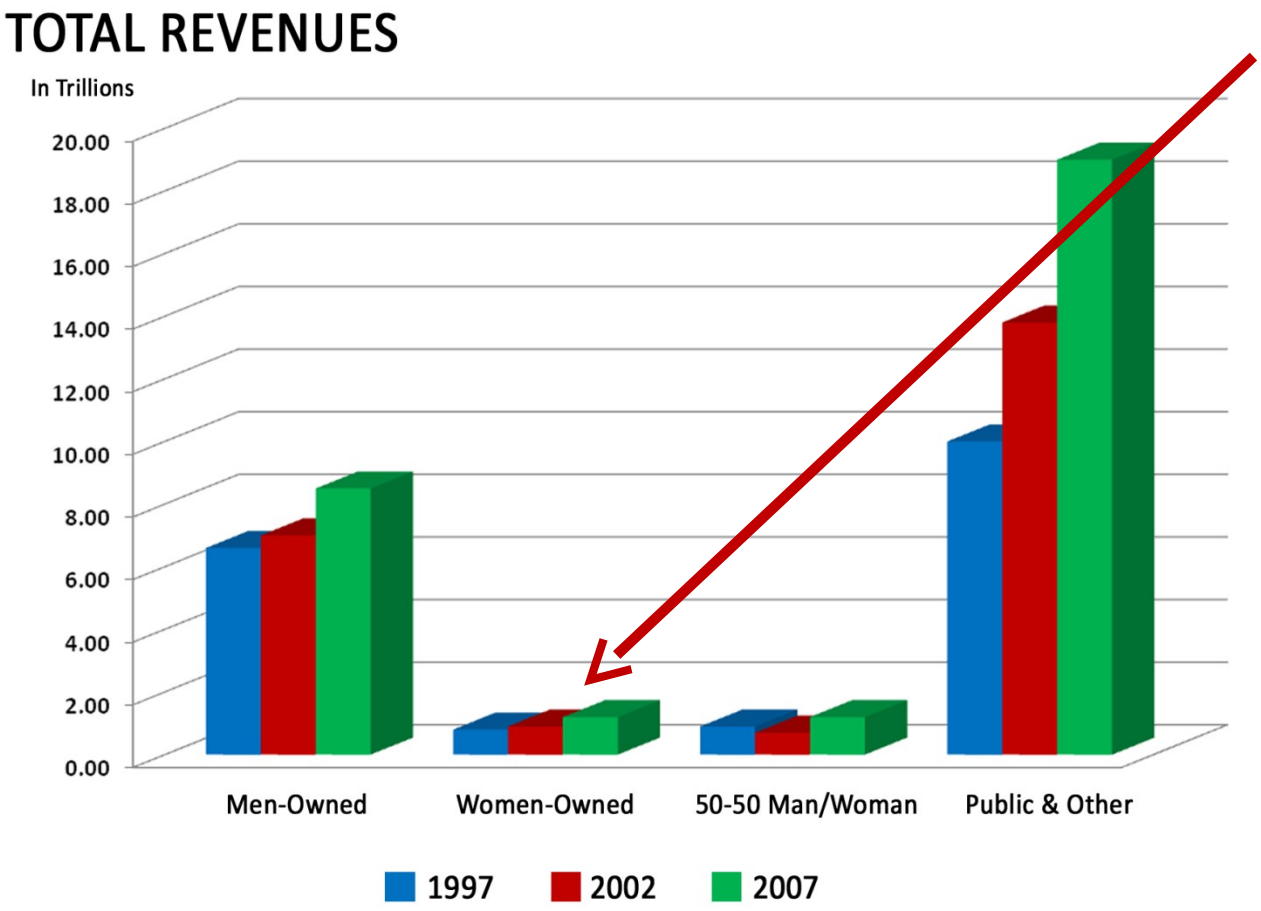
Fighting for Market Share



Women-Owned Firms

Our revenues remain very small – and our growth in revenues is not keeping up with the growth in the number of firms owned by women

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WOSB/EDWOSB Program

Topics:

- ✓ **Women Contractors**
- ✓ Brief History of the WOSB/EDWOSB Program
- ✓ Overview of the Program
- ✓ Eligible Industries
- ✓ Participation (WOSB)
- ✓ Use (Contracting Officer)
- ✓ Timeline to Implementation
- ✓ Outstanding Issues
- ✓ Next Steps

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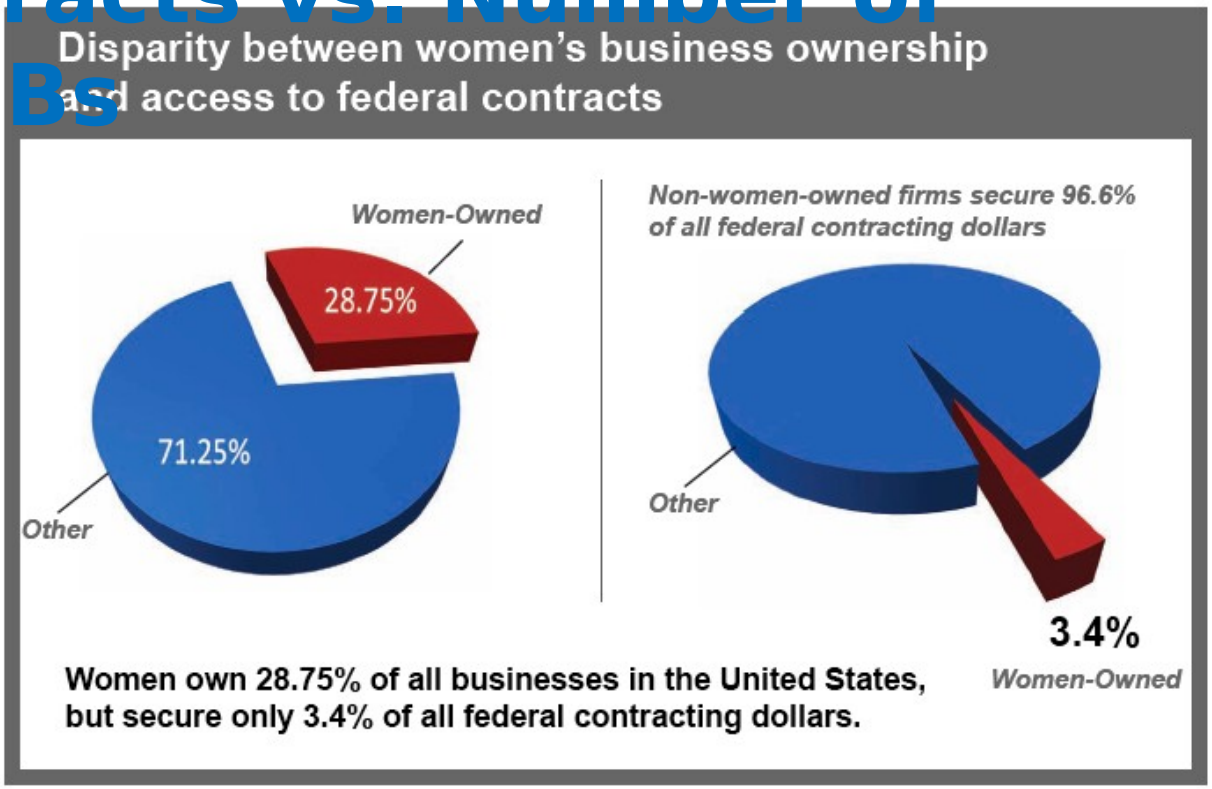
Women Contractors

Disparities in Federal Government Access to Contracts vs. Number of WOSBs


Disparity between women's business ownership and access to federal contracts
Women-Owned
28.75%
71.25%
Other
Non-women-owned firms secure 96.6% of all federal contracting dollars
Other
3.4%
Women-Owned
Women own 28.75% of all businesses in the United States, but secure only 3.4% of all federal contracting dollars.

Women Contractors

Disparities in Federal Government Access to Contracts vs. Number of WOSBs

- There are 10 million women-owned firms in the U.S. representing one-third of all businesses.
- We have a goal of only 5%, and yet we only receive 3% in Federal Contracts.
- Loss of revenues calculates to over 5.6 billion dollars annually! In 2008, the loss was over $12B. In 2009, the loss was over $11B. Current numbers are at around $4 Billion.

WOSB/EDWOSB Program

Topics:

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Brief History

Abbreviated Timeline

- **1994:** FASA sets an overall contracting goal of 5% for women-owned businesses.
- **2000:** Congress passes the Equity in Contracting for Women Act December 21, 2000 giving agencies the ability to limit certain competitions to women-owned small businesses.
- **2004:** On October 29, 2004, the U.S. Women's Chamber of Commerce, brings suit against the SBA for its failure implement the program
- **2010:** October 2010, the SBA publishes new final rule for the implementation of the program and estimates 120 days to implementation. **13 C.F.R., Part 127**
- **2011:** February 4, 2011 - Program goes live. **(3700 days later)**
- **2011:** March 2011 U.S. Women's Chamber of Commerce dismisses claim against the SBA in its entirety, without prejudice.
- **2011:** June 2011 U.S. Women's Chamber of Commerce Approved as SBA 3rd Party Certifier

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WOSB/EDWOSB Program

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WOSB/EDWOSB Program

What is the WOSB Program?

- **The Women-Owned Small Business Federal Contracting Program** authorizes contracting officers to specifically limit, or set aside, certain requirements for competition solely amongst women-owned small businesses (WOSBs) or economically disadvantaged women-owned small businesses (EDWOSBs).

- **Ownership** – A **WOSB** must be **at least 51 percent directly and unconditionally owned** and **controlled** by one or more **women** who are **citizens of the United States** (born or naturalized) – and, in the case of the **EDWOSB**, who are **economically disadvantaged**.

(CO pg 12)

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WOSB/EDWOSB Program

Difference Between EDWOSB and WOSB

- **EDWOSB:** A woman is presumed economically disadvantaged if she has a personal net worth of less than $750,000, her adjusted gross yearly income averaged over the three years preceding the certification does not exceed $350,000, and the fair market value of all her assets (including her primary residence and the value of the business concern) does not exceed $6 million. (CO pg 32; pg 37)

- **WOSB:** Meets criteria for ownership and control, but **does not meet the "economically disadvantaged" financial requirements**. WOSB's are eligible for fewer industries for set-asides than EDWOSB's. (CO pg 26)

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WOSB/EDWOSB Program

Requirements to set-aside WOSB

- **WOSB (Women-Owned Small Business)**

A contracting officer may set aside a requirement for a WOSB if:

1. The NAICS code assigned to the solicitation, invitation for bid, or quote is in an industry in which the SBA has designated the WOSBs are substantially underrepresented. (CO pg 54)
2. The contracting officer has a reasonable expectation **that two or more** qualified WOSBs will submit offers that meet the quantity, quality and delivery requirements of the acquisition.
3. The anticipated **award price** of the contract **does not exceed $6.5M in the case of manufacturing** contracts and **$4M for all other contracts**. (CO has not been updated!)
4. In the estimation of the contracting officer, the contract can be awarded at **a fair and reasonable price**.

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WOSB/EDWOSB Program

Requirements to set-aside EDWOSB

- **EDWOSB (Economically Disadvantaged Women-Owned Small Business)**

A contracting officer may set aside a requirement for a WOSB if:

1. The NAICS code assigned to the solicitation, invitation for bid, or quote is in an industry in which the SBA has designated the WOSBs are underrepresented. (CO pg 52)
2. The contracting officer has a reasonable expectation that **two or more qualified** EDWOSBs will submit offers that meet the quantity, quality and delivery requirements of the acquisition.
3. The anticipated award price of the contract **does not exceed $6.5M in the case of manufacturing** contracts and **$4M for all other contracts**. (CO reflects $3 and $5 million respectively)
4. In the estimation of the contracting officer, the contract can be awarded at a **fair and reasonable price**.

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WOSB/EDWOSB Program

Requirements to set-aside EDWOSB

- **Contracting Among Small Business Programs**

1. Acquisition valued **at or below** Simplified Acquisition Threshold – Contracting Officer shall set-aside for small business (does not preclude the Contracting Officer from set-aside for WOSB program).

2. Acquisition valued **above** Simplified Acquisition Threshold – after market research, shall first consider a set-aside or sole source award (including the WOSB set-aside). **"There is no order of precedence among the 8(a) BD, HUBZone, SDVO SBC or WOSB programs."**

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WOSB/EDWOSB Program

Other Details

- **There are a number of other details provided**

  - No mentor-protégé; no sole-source (CO pg 24)
  - No term limit (CO pg 22)
  - Special concerns around teaming (CO pg 23)
  - Protests & Appeals (CO pg 40)
  - Eligibility Examinations (CO pg 47)
  - Penalties for Misrepresentation (CO pg 51)
  - 83 industries included (CO Appendix A pg 52)
  - Non-Manufacturer's Rule (CO pg 7)
  - Parity with 8a, HubZoned & SDV (CO pg 9)
  - SBA will post all updates, guides, etc. at **www.sba.gov/wosb**
  - **SBA has posted a guide for Contracting Officers**

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Participation – WOSB View

A WOSB/EDWOSB may submit an offer as a **joint venture** with another small business if the following requirements are met:

- **Size:** Combined annual receipts or employees of joint venture must meet NAICS code assigned to contract*
- EDWOSB/WOSB must be **managing venturer**
- EDWOSB/WOSB employee must be **project manager** responsible for performance of the contract
- EDWOSB/WOSB must receive **at least 51% of profits**
- The joint venture **agreement must be in wri**
- Joint venture must meet **subcontracting limi**

Note: Joint venture agreement does not have to be approved by SBA

*Unless exception in 13 C.F.R. §121.103(h)(3) applies.

19

WOSB/EDWOSB Program

Non-Manufacturer Rule Exception

- **None of the designated industries are for non-manufacturers (retailers and wholesalers). Can they still participate in the program?**
- Yes, eligible WOSB and EDWOSB non-manufacturers are eligible to participate. The SBA did not designate any NAICS codes in sectors 42, 44, and 45 for contracting assistance under the WOSB Program because these NAICS codes cover wholesalers and retailers. Contracting officers cannot assign these NAICS codes to solicitations or contracts. See 13 C.F.R. § 121.402(b). SBA size regulations specifically state that sectors 42, 44 and 45 are ‘‘not applicable to Government procurement of supplies.’’ 13 C.F.R. § 121.201. Rather, contracting officers must assign the applicable manufacturing NAICS code to the acquisition at which point the provisions of the non-manufacturer rule would apply to any offerors that are non-manufacturers of the items being supplied. 13 C.F.R. § 121.402.
- Here is the list of NAICS that have been waived from the non-manufacturer rule. Any distributor (NAICS calls them wholesaler) of these products may put these on their ccr.gov. However the size rules change too.

http://www.sba.gov/sites/default/files/class_waiver.pdf

(CO pg 7)

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Eligible Industries

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Eligible Industries

Industry Eligibility

- **The SBA conducted a study (Rand Report) to select eligible industries**

1. Industries selected as underrepresented and substantially underrepresented.

   Underrepresented was determined by comparing the utilization of WOSBs in federal contracting in a particular NAICS code vs. their availability.

2. The SBA study that identified 83 industry sectors in which WOSBs are underrepresented or substantially underrepresented used 4-digit NAICS codes. (CO pg 6; pg 52)

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WOSB vs. EDWOSB

Industry Eligibility

Underrepresented Industries are eligible for set-asides ONLY to EDWOSB.

- The level of underrepresentation is LESS in the underrepresented industries; these industries are ONLY available for set-aside to the economically disadvantaged businesses.

Substantially Underrepresented Industries are eligible for set-asides to both WOSB and EDWOSB.

- The level of underrepresentation is MORE in the substantially underrepresented industries; these industries are available for set-asides to both WOSB and EDWOSB firms.

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Underrepresented Industries

1. 2213-Water, Sewage and Other systems;

221310	Water Supply and Irrigation Systems
221320	Sewage Treatment Facilities
221330	Steam and Air-Conditioning Supply

2. 2361-Residential Building Construction;

236115	New Single-Family Housing Construction (except Operative Builders)
236116	New Multifamily Housing Construction (except Operative Builders)
236117	New Housing Operative Builders
236118	Residential Remodelers

3. 2371-Utility System Construction;

237110	Water and Sewer Line and Related Structures Construction
237120	Oil and Gas Pipeline and Related Structures Construction
237130	Power and Communication Line and Related Structures Construction

4. 2381-Foundation, Structure, and Building Exterior Contractors;

238110	Poured Concrete Foundation and Structure Contractors
238120	Structural Steel and Precast Concrete Contractors
238130	Framing Contractors
238140	Masonry Contractors
238150	Glass and Glazing Contractors
238160	Roofing Contractors
238170	Siding Contractors
238190	Other Foundation, Structure, and Building Exterior Contractors

Underrepresented Industries

5. 2382-Building Equipment Contractors;

238210	Electrical Contractors and Other Wiring Installation Contractors
238220	Plumbing, Heating, and Air-Conditioning Contractors
238290	Other Building Equipment Contractors

6. 2383-Building Finishing Contractors;

238310	Drywall and Insulation Contractors
238320	Painting and Wall Covering Contractors
238330	Flooring Contractors
238340	Tile and Terrazzo Contractors
238350	Finish Carpentry Contractors
238390	Other Building Finishing Contractors

7. 2389-Other Specialty Trade Contractors;

238910	Site Preparation Contractors
238990	All Other Specialty Trade Contractors

8. 3149-Other Textile Product Mills;

314911	Textile Bag Mills
314912	Canvas and Related Product Mills
314991	Rope, Cordage and Twine Mills
314992	Tire Cord and Tire Fabric Mills
314999	All Other Miscellaneous Textile Product Mills

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Underrepresented Industries

9. 3159-Apparel Accessories and Other Apparel Manufacturing;

315991	Hat, Cap and Millinery Manufacturing
315992	Glove and Mitten Manufacturing
315993	Men's and Boys' Neckwear Manufacturing
315999	Other Apparel Accessories and Other Apparel Manufacturing

10. 3219-Other Wood Product Manufacturing;

321911	Wood Window and Door Manufacturing
321912	Cut Stock, Resawing Lumber, and Planing
321918	Other Millwork (including Flooring)
321920	Wood Container and Pallet Manufacturing
321991	Manufactured Home (Mobile Home) Manufacturing
321992	Prefabricated Wood Building Manufacturing
321999	All Other Miscellaneous Wood Product Manufacturing

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Underrepresented Industries

11. 3222-Converted Paper Product Manufacturing;

322211	Corrugated and Solid Fiber Box Manufacturing
322212	Folding Paperboard Box Manufacturing
322213	Setup Paperboard Box Manufacturing
322214	Fiber Can, Tube, Drum, and Similar Products Manufacturing
322215	Non-Folding Sanitary Food Container Manufacturing
322221	Coated and Laminated Packaging Paper Manufacturing
322222	Coated and Laminated Paper Manufacturing
322223	Coated Paper Bag and Pouch Manufacturing
322224	Uncoated Paper and Multiwall Bag Manufacturing
322225	Laminated Aluminum Foil Manufacturing for Flexible Packaging Uses
322226	Surface-Coated Paperboard Manufacturing
322231	Die-Cut Paper and Paperboard Office Supplies Manufacturing
322232	Envelope Manufacturing
322233	Stationery, Tablet, and Related Product Manufacturing
322291	Sanitary Paper Product Manufacturing
322299	All Other Converted Paper Product Manufacturing

12. 3321; Forging and Stamping;

332111	Iron and Steel Forging
332112	Nonferrous Forging
332114	Custom Roll Forming
332115	Crown and Closure Manufacturing
332116	Metal Stamping
332117	Powder Metallurgy Part Manufacturing

Underrepresented Industries

13. 3323-Architectural and Structural Metals Manufacturing;

332311	Prefabricated Metal Building and Component Manufacturing
332312	Fabricated Structural Metal Manufacturing
332313	Plate Work Manufacturing
332321 332323	Metal Window and Door Manufacturing Ornamental and Architectural Metal Work Manufacturing

14. 3324-Boiler, Tank, and Shipping Container Manufacturing;

332410	Power Boiler and Heat Exchanger Manufacturing
332420	Metal Tank (Heavy Gauge) Manufacturing
332431	Metal Can Manufacturing

15. 3333-Commercial and Service Industry Machinery Manufacturing;

333311	Automatic Vending Machine Manufacturing
333312	Commercial Laundry, Drycleaning and Pressing Machine Manufacturing
333313	Office Machinery Manufacturing
333314	Optical Instrument and Lens Manufacturing
333315	Photographic and Photocopying Equipment Manufacturing
333319	Other Commercial and Service Industry Machinery Manufacturing

16. 3342-Communications Equipment Manufacturing;

334210	Telephone Apparatus Manufacturing
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
334290	Other Communications Equipment Manufacturing

Underrepresented Industries

17. 3345-Navigational, Measuring, Electromedical, and Control Instruments Manufacturing;

334510	Electromedical and Electrotherapeutic Apparatus Manufacturing
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing
334512	Automatic Environmental Control Manufacturing for Residential, Commercial and Appliance Use
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables
334514	Totalizing Fluid Meter and Counting Device Manufacturing
334515	Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals
334516	Analytical Laboratory Instrument Manufacturing
334517	Irradiation Apparatus Manufacturing
334518	Watch, Clock, and Part Manufacturing
334519	Other Measuring and Controlling Device Manufacturing

18. 3346-Manufacturing and Reproducing Magnetic and Optical Media;

334611	Software Reproducing
334612	Prerecorded Compact Disc (except Software), Tape, and Record Reproducing
334613	Magnetic and Optical Recording Media Manufacturing

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Underrepresented Industries

19. 3353-Electrical Equipment Manufacturing;

335311	Power, Distribution and Specialty Transformer Manufacturing
335312	Motor and Generator Manufacturing
335313	Switchgear and Switchboard Apparatus Manufacturing
335314	Relay and Industrial Control Manufacturing

20. 3359-Other Electrical Equipment and Component Manufacturing;

335911	Storage Battery Manufacturing
335912	Primary Battery Manufacturing
335921	Fiber Optic Cable Manufacturing
335929	Other Communication and Energy Wire Manufacturing
335931	Current-Carrying Wiring Device Manufacturing
335932	Noncurrent-Carrying Wiring Device Manufacturing
335991	Carbon and Graphite Product Manufacturing
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing

21. 3369-Other Transportation Equipment Manufacturing;

336991	Motorcycle, Bicycle and Parts Manufacturing
336992	Military Armored Vehicle, Tank and Tank Component Manufacturing
336999	All Other Transportation Equipment Manufacturing

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Underrepresented Industries

22. 4842-Specialized Freight Trucking;

484210	Used Household and Office Goods Moving
484220	Specialized Freight (except Used Goods) Trucking, Local
484230	Specialized Freight (except Used Goods) Trucking, Long-Distance

23. 4881-Support Activities for Air Transportation;

488111	Air Traffic Control
488119	Other Airport Operations
488190	Other Support Activities for Air Transportation

24. 4884-Support Activities for Road Transportation;

488410	Motor Vehicle Towing
488490	Other Support Activities for Road Transportation

25. 4885-Freight Transportation Arrangement;

488510	Freight Transportation Arrangement

26. 5121-Motion Picture and Video Industries;

512110	Motion Picture and Video Production
512120	Motion Picture and Video Distribution
512131	Motion Picture Theaters (except Drive-Ins)
512132	Drive-In Motion Picture Theaters
512191	Teleproduction and Other Postproduction Services
512199	Other Motion Picture and Video Industries

everything.

Underrepresented Industries

27. 5311-Lessors of Real Estate;

531110	Lessors of Residential Buildings and Dwellings
531120	Lessors of Nonresidential Buildings (except Miniwarehouses)
531130	Lessors of Miniwarehouses and Self Storage Units
531190	Lessors of Other Real Estate Property

28. 5413-Architectural, Engineering, and Related Services;

541310	Architectural Services
541320	Landscape Architectural Services
541330	Engineering Services
541340	Drafting Services
541350	Building Inspection Services
541360	Geophysical Surveying and Mapping Services
541370	Surveying and Mapping (except Geophysical) Services
541380	Testing Laboratories

29. 5414-Specialized Design Services;

541410	Interior Design Services
541420	Industrial Design Services
541430	Graphic Design Services
541490	Other Specialized Design Services

30. 5415-Computer Systems Design and Related Services;

541511	Custom Computer Programming Services
541512	Computer Systems Design Services
541513	Computer Facilities Management Services
541519	Other Computer Related Services

Underrepresented Industries

31. 5416-Management, Scientific, and Technical Consulting Services;

541611	Administrative Management and General Management Consulting Services
541612	Human Resources Consulting Services
541613	Marketing Consulting Services
541614	Process, Physical Distribution and Logistics Consulting Services
541618	Other Management Consulting Services
541620	Environmental Consulting Services
541690	Other Scientific and Technical Consulting Services

32. 5419-Other Professional, Scientific, and Technical Services;

541910	Marketing Research and Public Opinion Polling
541921	Photography Studios, Portrait
541922	Commercial Photography
541930	Translation and Interpretation Services
541940	Veterinary Services
541990	All Other Professional, Scientific and Technical Services

33. 5611-Office Administrative Services;

561110	Office Administrative Services

34. 5612-Facilities Support Services;

561210	Facilities Support Services

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Underrepresented Industries

35. 5614-Business Support Services;

561410	Document Preparation Services
561421	Telephone Answering Services
561422	Telemarketing Bureaus and Other contact Centers
561431	Private Mail Centers
561439	Other Business Service Centers (including Copy Shops)
561440	Collection Agencies
561450	Credit Bureaus
561491	Repossession Services
561492	Court Reporting and Stenotype Services
561499	All Other Business Support Services

36. 5616-Investigation and Security Services;

561611	Investigation Services
561612	Security Guards and Patrol Services
561613	Armored Car Services
561621	Security Systems Services (except Locksmiths)
561622	Locksmiths

37. 5617-Services to Buildings and Dwellings;

561710	Exterminating and Pest Control Services
561720	Janitorial Services
561730	Landscaping Services
561740	Carpet and Upholstery Cleaning Services
561790	Other Services to Buildings and Dwellings

Underrepresented Industries

38. 6116-Other Schools and Instruction;

611610	Fine Arts Schools
611620	Sports and Recreation Instruction
611630	Language Schools
611691	Exam Preparation and Tutoring
611692	Automobile Driving Schools
611699	All Other Miscellaneous Schools and Instruction

39. 6214-Outpatient Care Centers;

621410	Family Planning Centers
621420	Outpatient Mental Health and Substance Abuse Centers
621491	HMO Medical Centers
621492	Kidney Dialysis Centers
621493	Freestanding Ambulatory Surgical and Emergency Centers
621498	All Other Outpatient Care Centers

40. 6219-Other Ambulatory Health Care Services;

621910	Ambulance Services
621991	Blood and Organ Banks
621999	All Other Miscellaneous Ambulatory Health Care Services

41. 7115-Independent Artists, Writers, and Performers;

711510	Independent Artists, Writers, and Performers

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Underrepresented Industries

42. 7223-Special Food Services;

722310	Food Service Contractors
722320	Caterers
722330	Mobile Food Services

43. 8111-Automotive Repair and Maintenance;

811111	General Automotive Repair
811112	Automotive Exhaust System Repair
811113	Automotive Transmission Repair
811118	Other Automotive Mechanical and Electrical Repair and Maintenance
811121	Automotive Body, Paint and Interior Repair and Maintenance
811122	Automotive Glass Replacement Shops
811191	Automotive Oil Change and Lubrication Shops
811192	Car Washes
811198	All Other Automotive Repair and Maintenance

44. 8113-Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance; and

811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance

45. 8114-Personal and Household Goods Repair and Maintenance.

811411	Home and Garden Equipment Repair and Maintenance
811412	Appliance Repair and Maintenance
811420	Reupholstery and Furniture Repair
811430	Footwear and Leather Goods Repair
811490	Other Personal and Household Goods Repair and Maintenance

Substantially Underrepresented

1. 2372-Land Subdivision;

237210	Land Subdivision

2. 3152-Cut and Sew Apparel Manufacturing;

315211	Men's and Boys' Cut and Sew Apparel Contractors
315212	Women's, Girls', and Infants' Cut and Sew Apparel Contractors
315221	Men's and Boys' Cut and Sew Underwear and Nightwear Manufacturing
315222	Men's and Boys' Cut and Sew Suit, Coat and Overcoat Manufacturing
315223	Men's and Boys' Cut and Sew Shirt (except Work Shirt) Manufacturing
315224	Men's and Boys' Cut and Sew Trouser, Slack and Jean Manufacturing
315225	Men's and Boys' Cut and Sew Work Clothing Manufacturing
315228	Men's and Boys' Cut and Sew Other Outerwear Manufacturing
315231	Women's and Girls' Cut and Sew Lingerie, Loungewear and Nightwear Manufacturing
315232	Women's and Girls' Cut and Sew Blouse and Shirt Manufacturing
315233	Women's and Girls' Cut and Sew Dress Manufacturing
315234	Women's and Girls' Cut and Sew Suit, Coat, Tailored Jacket and Skirt Manufacturing
315239	Women's and Girls' Cut and Sew Other Outerwear Manufacturing
315291	Infants' Cut and Sew Apparel Manufacturing
315292	Fur and Leather Apparel Manufacturing
315299	All Other Cut and Sew Apparel Manufacturing

everything.

Substantially Underrepresented

3. 3231-Printing and Related Support Activities;

323110	Commercial Lithographic Printing
323111	Commercial Gravure Printing
323112	Commercial Flexographic Printing
323113	Commercial Screen Printing
323114	Quick Printing
323115	Digital Printing
323116	Manifold Business Forms Printing
323117	Books Printing
323118	Blankbook, Looseleaf Binders and Devices Manufacturing
323119	Other Commercial Printing
323121	Tradebinding and Related Work
323122	Prepress Services

4. 3259-Other Chemical Product and Preparation Manufacturing;

325910	Printing Ink Manufacturing
325920	Explosives Manufacturing
325991	Custom Compounding of Purchased Resins
325992	Photographic Film, Paper, Plate and Chemical Manufacturing
325998	All Other Miscellaneous Chemical Product and Preparation Manufacturing

5. 3328-Coating, Engraving, Heat Treating, and Allied Activities;

332811	Metal Heat Treating
332812	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers
332813	Electroplating, Plating, Polishing, Anodizing and Coloring

Substantially Underrepresented

6. 3329-Other Fabricated Metal Product Manufacturing;

332911	Industrial Valve Manufacturing
332912	Fluid Power Valve and Hose Fitting Manufacturing
332913	Plumbing Fixture Fitting and Trim Manufacturing
332919	Other Metal Valve and Pipe Fitting Manufacturing
332991	Ball and Roller Bearing Manufacturing
332992	Small Arms Ammunition Manufacturing
332993	Ammunition (except Small Arms) Manufacturing
332994	Small Arms Manufacturing
332995	Other Ordnance and Accessories Manufacturing
332996	Fabricated Pipe and Pipe Fitting Manufacturing
332997	Industrial Pattern Manufacturing
332998	Enameled Iron and Metal Sanitary Ware Manufacturing
332999	All Other Miscellaneous Fabricated Metal Product Manufacturing

7. 3371-Household and Institutional Furniture and Kitchen Cabinet Manufacturing;

337110	Wood Kitchen Cabinet and Counter Top Manufacturing
337121	Upholstered Household Furniture Manufacturing
337122	Nonupholstered Wood Household Furniture Manufacturing
337124	Metal Household Furniture Manufacturing
337125	Household Furniture (except Wood and Metal) Manufacturing
337127	Institutional Furniture Manufacturing
337129	Wood Television, Radio, and Sewing Machine Cabinet Manufacturing

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Substantially Underrepresented

8. 3372-Office Furniture (including Fixtures) Manufacturing;

337211	Wood Office Furniture Manufacturing
337212	Custom Architectural Woodwork and Millwork Manufacturing
337214	Office Furniture (Except Wood) Manufacturing
337215	Showcase, Partition, Shelving, and Locker Manufacturing

9. 3391-Medical Equipment and Supplies Manufacturing;

339112	Surgical and Medical Instrument Manufacturing
339113	Surgical Appliance and Supplies Manufacturing
339114	Dental Equipment and Supplies Manufacturing
339115	Ophthalmic Goods Manufacturing
339116	Dental Laboratories

10. 4841-General Freight Trucking;

484121	General Freight Trucking, Long-Distance, Truckload
484122	General Freight Trucking, Long-Distance, Less Than Truckload

11. 4889-Other Support Activities for Transportation;

488991	Packing and Crating
488999	All Other Support Activities for Transportation

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Substantially Underrepresented

12. 4931-Warehousing and Storage;

493110	General Warehousing and Storage
493120	Refrigerated Warehousing and Storage
493130	Farm Product Warehousing and Storage
493190	Other Warehousing and Storage

13. 5111-Newspaper, Periodical, Book, and Directory Publishers;

511110	Newspaper Publishers
511120	Periodical Publishers
511130	Book Publishers
511140	Directory and Mailing List Publishers
511191	Greeting Card Publishers
511199	All Other Publishers

14. 5112-Software Publishers;

511210	Software Publishers

15. 5171-Wired Telecommunications Carriers;

517110	Wired Telecommunications Carriers

16. 5172-Wireless Telecommunications Carriers (except Satellite);

517210	Wireless Telecommunications Carriers (except Satellite)

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Substantially Underrepresented

17. 5179-Other Telecommunications;

517911	Telecommunications Resellers
517919	All Other Telecommunications

18. 5182-Data Processing, Hosting, and Related Services;

518210	Data Processing, Hosting, and Related Services

19. 5191-Other Information Services;

519110	News Syndicates
519120	Libraries and Archives
519130	Internet Publishing and Broadcasting and Web Search Portals
519190	All Other Information Services

20. 5312-Offices of Real Estate Agents and Brokers;

531210	Offices of Real Estate Agents and Brokers

21. 5324-Commercial and Industrial Machinery and Equipment Rental and Leasing;

532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing
532412	Construction, Mining and Forestry Machinery and Equipment Rental and Leasing
532420	Office Machinery and Equipment Rental and Leasing
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing

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Substantially Underrepresented

22. 5411-Legal Services;

541110	Offices of Lawyers
541191	Title Abstract and Settlement Offices
541199	All Other Legal Services

23. 5412-Accounting, Tax Preparation, Bookkeeping, and Payroll Services;

541211	Offices of Certified Public Accountants
541213	Tax Preparation Services
541214	Payroll Services
541219	Other Accounting Services

24. 5417-Scientific Research and Development Services;

541711	Research and Development in Biotechnology
541720	Research and Development in the Social Sciences and Humanities

25. 5418-Advertising, Public Relations, and Related Services;

541810	Advertising Agencies
541820	Public Relations Agencies
541830	Media Buying Agencies
541840	Media Representatives
541850	Display Advertising
541860	Direct Mail Advertising
541870	Advertising Material Distribution Services
541890	Other Services Related to Advertising

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Substantially Underrepresented

26. 5615-Travel Arrangement and Reservation Services;

561510	Travel Agencies
561520	Tour Operators
561591	Convention and Visitors Bureaus
561599	All Other Travel Arrangement and Reservation Services

27. 5619 - Other Support Services;

561910	Packaging and Labeling Services
561920	Convention and Trade Show Organizers[10]
561990	All Other Support Services

28. 5621 - Waste Collection;

562111	Solid Waste Collection
562112	Hazardous Waste Collection
562119	Other Waste Collection

29. 5622 - Waste Treatment and Disposal;

562211	Hazardous Waste Treatment and Disposal
562212	Solid Waste Landfill
562213	Solid Waste Combustors and Incinerators
562219	Other Nonhazardous Waste Treatment and Disposal

30. 6114-Business Schools and Computer and Management Training;

611410	Business and Secretarial Schools
611420	Computer Training
611430	Professional and Management Development Training

Substantially Underrepresented

31. 6115-Technical and Trade Schools;

611511	Cosmetology and Barber Schools
611512	Flight Training
611513	Apprenticeship Training
611519	Other Technical and Trade Schools

32. 6117-Educational Support Services;

611710	Educational Support Services

33. 6242-Community Food and Housing, and Emergency and Other Relief Services;

624210	Community Food Services
624221	Temporary Shelters
624229	Other Community Housing Services
624230	Emergency and Other Relief Services

34. 6243-Vocational Rehabilitation Services;

624310	Vocational Rehabilitation Services

35. 7211-Traveler Accommodation;

721110	Hotels (except Casino Hotels) and Motels
721120	Casino Hotels
721191	Bed-and-Breakfast Inns
721199	All Other Traveler Accommodation

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Substantially Underrepresented

36. 8112-Electronic and Precision Equipment Repair and Maintenance;

811211	Consumer Electronics Repair and Maintenance
811212	Computer and Office Machine Repair and Maintenance
811213	Communication Equipment Repair and Maintenance
811219	Other Electronic and Precision Equipment Repair and Maintenance

37. 8129-Other Personal Services; and

812910	Pet Care (except Veterinary) Services
812921	Photofinishing Laboratories (except One-Hour)
812922	One-Hour Photofinishing
812930	Parking Lots and Garages
812990	All Other Personal Services

38. 8139-Business, Professional, Labor, Political, and Similar Organizations.

813910	Business Associations
813920	Professional Organizations
813930	Labor Unions and Similar Labor Organizations
813940	Political Organizations
813990	Other Similar Organizations (except Business, Professional, Labor, and Political Organizations)

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Participation – WOSB View

Topics:

- ✓ Women Contractors
- ✓ Brief History of the WOSB/EDWOSB Program
- ✓ Overview of the Program
- ✓ Eligible Industries
- ✓ **Participation (WOSB)**
- ✓ Use (Contracting Officer)
- ✓ Timeline to Implementation
- ✓ Outstanding Issues
- ✓ Next Steps

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Participation – WOSB View

HOW: From the women's business view

- **To participate, a WOSB goes through a registration and certification process.** (CO pg 16)

- **A WOSB or EDWOSB must:**
  1. Certify to the contracting officer that it is a small business concern owned and controlled by women and provide adequate documentation, in accordance with standards established by SBA, to support such certification. **(aka -- *SELF CERTIFY*) or,**

  2. Be certified by a certifying entity approved by the SBA Administrator, as a small business concern owned and controlled by one or more women (referred to as a ***Third Party Certifier***)

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Participation – WOSB View

HOW: From the women's business view

- **<u>GETTING STARTED</u>: From the women's business viewpoint**
  NOTE: These steps must be completed in the order shown

1. **Register in CCR**
2. **Register in the SBA's "Global Login System"** (GLS) (will require EIN and DUNS).
   - This registration provides access to the WOSB Program Repository (the repository holds the documents verifying the WOSB and/or EDWOSB status).
3. **Upload required documents** to the WOSB Program Repository. **(WOSB may use third-party certifier or may self-certify by providing more documentation.)** (CO pg 18)
4. **Represent WOSB or EDWOSB status in ORCA.** (ORCA is being updated – the information required will be more extensive.)

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Participation – WOSB View

HOW: From the women's business view

- **<u>VERFICATION</u>: From the women's business process**
  NOTE: These steps must be completed in the order shown

  If a WOSB or EDWOSB is the <u>apparent successful offeror</u>, the business:

  1. Logs into the **Global Login System**.
  2. Selects the Agency and the Contracting Officer.
  3. Provides the Solicitation Number.
  4. Gives the Contracting Officer access to view the WOSB or EDWOSB files within the Program Repository for 120 days.

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Use By a Contracting Officer

Topics:

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Use By a Contracting Officer

HOW: From the Contracting Officer's View

A Contracting Officer may set-aside a requirement for <u>WOSB</u>:

1. NAICS code selected as ***<u>substantially underrepresented</u>***.
2. Reasonable expectation of two or more WOSB's will submit offer.
3. Anticipated award price of the contract does not exceed $4M or, in the case of manufacturing contracts -- $6.5M
4. The contract can be awarded at a fair and reasonable price.

A Contracting Officer may set-aside a requirement for <u>EDWOSB</u>:

5. NAICS code selected as ***<u>underrepresented</u>***.
6. Same as above, for numbers 2, 3, & 4.

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Use By a Contracting Officer

HOW: From the Contracting Officer's View

- **THE PROCESS: From the Contracting Officers Viewpoint**

1. Prior to award of the contract, the Contracting Officer **checks ORCA** to ensure there is representation that the business is a WOSB or EDWOSB.
2. After the potential awardee enables the Contracting Officer to view the file, the Contracting Officer **accesses the WOSB Program Repository** to make sure the documents are there, and there is no question of eligibility prior to award.
3. Contract File – The Contracting Officer **documents the contract file** showing that the apparent offeror's documents and ORCA reps and certs were reviewed. For self-cert, this is a review of all the required documents. For 3rd Party Certifier, this is more simplified verification. (CO pg 15 checklist)

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Use By a Contracting Officer

HOW: From the Contracting Officer's View

- **Making your WOSB goal**

1. Use the WOSB / EDWOSB program as detailed by the SBA.
2. Set aside contracts as Small Business so women-owned firms not qualified in selected NAICS have access.
3. Continue to use businesses in other socio-economic categories that are also women-owned.
4. Consider using joint ventures.
5. Contact U.S. Women's Chamber of Commerce for assistance in your outreach to women-owned firms. (you may register at USWCC.org as a government member and have direct access to our members and posting opportunities and news)

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Timeline to Implementation

Topics:

- ✓ Women Contractors
- ✓ Brief History of the WOSB/EDWOSB Program
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- ✓ Use (Contracting Officer)
- ✓ **Timeline to Implementation**
- ✓ Outstanding Issues
- ✓ Next Steps

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Timeline to Implementation

Where We Are Today. . .

- **The WOSB/EDWOSB program has been implemented:**
  - **Interim Rule Published** comments due May 31 for final rule. http://www.gpo.gov/fdsys/pkg/FR-2011-04-01/pdf/2011-7368.pdf
  - **Agency-level** operating procedures and training.
  - **Third-Party Certifiers** approved! USWCC approved as SBA 3rd Party Certifier.
  - **Women-Owned firms prepared** and all information in place to enable Contracting Officers to act with comfort and clarity.

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3rd Party Certification

USWCC is SBA Approved!

U.S. Women's Chamber of Commerce
WOSB FEDERAL
Certified Women-Owned Small Business

- **U.S. Women's Chamber of Commerce Third-Party Certification** protects & supports your business.
  - **Apply at www.uswcc.org/certification**
  - **Cost** $275 USWCC Business Members / $350 non-members
  - **Turn around time** USWCC ensures expedient service – 30 days.
  - **Independent** The USWCC is not affiliated, nor shares your confidential information with large corporate donors or sponsors.
  - **Continued Support!** The USWCC provides ongoing support, WOSB National Council, USWCC WOSB Supplier Directory, continued education, connections and marketing.

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3rd Party Certification

U.S. Women's Chamber of Commerce WOSB FEDERAL Certified Women-Owned Small Business

THE WOSB CERTIFICATION
Has Been Awarded to
Company Name

By the U.S. Women's Chamber of Commerce™

The identified small business is an eligible WOSB for the WOSB Program, as set forth in 13 C.F.R. part 127 and has been certified as such by an SBA approved Third Party Certifier pursuant to the Third Party Certifier Approval, dated June 30, 2011, and posted at www.sba.gov/wosb.

COMPANY: Company Name **DUNS:**

CERTIFICATION DATE: Date **EXPIRATION DATE:** Date

The U.S. Women's Chamber of Commerce proudly recognizes Company Name as a Women-Owned Small Business. This firm was certified as a Women-Owned Small Business (WOSB), eligible for the WOSB Program, as set forth in 13 C.F.R., part 127 by the U.S. Women's Chamber of Commerce on DATE based on circumstances existing on the date of application, ACCEPT DATE. This WOSB Certification will automatically expire after one year from the date identified on the certification letter.
The expiration date of this certification is Date.

This WOSB Certification will be effective for one year from the date identified on the certification letter unless there is a change in SBA's regulation that makes the WOSB or EDWOSB ineligible or there is a change in the WOSB or EDWOSB that makes the WOSB or EDWOSB ineligible. If either change occurs, this WOSB Certification is immediately invalid. The WOSB or EDWOSB must not misrepresent its certification status to any other party, including any local or State government or contracting official or the Federal government or any of its contracting officials.

The WOSB named in this certification must promptly inform the U.S. Women's Chamber of Commerce and SBA of any changed circumstances, including a change in SBA's regulation or a change in the WOSB or EDWOSB, that could make the WOSB or EDWOSB ineligible for the WOSB program or of any intended changes that may affect certification in the future.

Authorized by:

Margot Dorfman, CEO
U.S. Women's Chamber of Commerce

U.S. Women's Chamber of Commerce™ | Federal WOSB and EDWOSB Certification
700 12th Street, NW, Suite 700, Washington, D.C. 20005
uswcc.org/certification | 888-418-7922, ext. 1900 toll free | 888-418-7922 fax

U.S. Women's Chamber of Commerce WOSB FEDERAL Certified Women-Owned Small Business

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USWCC Resources

Where We Are Today. . .

- **USWCC provides several resources for Agency & Prime Representatives:**
  - WOSB National Council – engage with women-owned firms; post opportunities and agency updates. http://www.uswcc.org/networks (select WOSB National Council)
  - WOSB Supplier Directory – Search by NAICs, Keywords, Regions, etc. to find qualified firms. http://www.uswcc.org/womencontractors
  - Certification – WOSB / EDWOSB certification in addition to Federal Business Enterprise. www.uswcc.org/certification
  - USWCC Government Membership – Complementary http://www.uswcc.org/uswcc-membership.aspx (at the bottom of the page in fine print http://www.uswcc.org/member-benefits-government.aspx)
  - USWCC Outreach Meetings and Events www.uswcc.org/meetings
    - Additionally USWCC will set up your own web or live meeting

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USWCC Resources

Upcoming Meetings and Events

- **Agencies and Primes attend at NO CHARGE!**
- **Meetings in partnership with the American Small Business Chamber of Commerce**

- **Government Ready January 17 & 18, 2012 Web**
- **National Small Business Contracting Summit – Southeast (Orlando FL) January 25, 26, 2012**
- **National Small Business Contracting Week (Washington DC) March 27 - 29, 2012**
  - WOSB | National Council Spring Conference
  - National Small Business Contracting Summit
  - HHS Spotlight
- **National Summits**
  - **November 7- 8, 2012 San Diego, CA**
  - **January 23, 24, 2013 Orlando, FL**
  - **March 26-28, 2013 Washington, DC**
- **Regional Supplier Councils**
  - **June 20, 2012 Seattle, WA**

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Outstanding Issues

Topics:

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Outstanding Issues

Got Issues?

- **NAICS Codes not included, but needed.** Please help us identify and we will research. The SBA has left NO ROOM for appeal. . . But, we can appeal to Congress and beyond.

- **Dollar value limits**. While original levels were at $3m / $5 mil for Manufacturing, the levels have been increased for inflation to $4m / $6.5m for manufacturing. These may still be too low. We will be working with Congress to seek increases. Your input on appropriate dollar value limits would be very helpful.

- **Challenges in the method of implementation.** Let us know. We need to understand any barriers and do all we can to help.

- **Anything else?**

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Next Steps

Topics:

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Next Steps

Find Additional Information

- **SBA website for the WOSB program and a downloadable list of industries**
  - www.sba.gov/wosb
- **Contracting Officer's Guide**
  - http://bit.ly/wosb-co
- **Final Rule**
  - http://edocket.access.gpo.gov/2010/pdf/2010-25179.pdf
- **Interim Rule**
  - www.gpo.gov/fdsys/pkg/FR-2011-04-01/pdf/2011-7368.pdf
- **USWCC SBA Approved 3rd Party Certification**
  - www.uswcc.org/certification

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Next Steps

USWCC Next Steps:

- ✓ We encourage Women Contractors to let you know they are ready to do business.
  - ✓ If they're within the NAICS codes to get on any lists agencies might have
  - ✓ If they are not within the NAICS – letting you know they are ready under a small business set-aside.
- ✓ We are ready to assist you locate women-owned firms within the NAICS you require.
- ✓ Collecting feedback regarding the rule to address issues.
- ✓ Providing 3rd Party Certification.
- ✓ How can we help you????

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Thank You

"I look forward to working with you to drive economic progress for women."

The U.S. Women's Chamber of Commerce is a strong partner in progress.

Thank you.

Margot Dorfman, CEO
U.S. Women's Chamber of Commerce
888-418-7922 x1211
www.uswcc.org
margot@uswcc.org

Leading together, we drive economic progress for women.

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